WILMINGTON UNIVERSITY
COLLEGE OF BUSINESS
BASIC COURSE INFORMATION

COURSE NUMBER: BBM 330
COURSE TITLE: Power and Negotiation

I. RATIONALE:

The rationale for this course is that all organizations experience the effects of internal and external politics and power with respect to decision making, allocation of resources, etc. The course explores the use of power and politics within the organization as well as how to deal effectively with them to assure that individual, departmental, and organizational goals are met.

II. LEARNING OUTCOMES AND GOALS:

GOALS:

Learning Outcomes: The student will:

1. Identify the uses of power and politics within the organization.
2. Be aware of the sources of power within the organization.
3. Identify the individual attributes associated with power and politics.
4. Understand both the positive and negative uses of power and politics within the organization with respect to organizational influences.
5. Utilize negotiation skills needed by managers to deal effectively with political and power struggles within the organization.